Joint Logistics
Education &
Development Forum

# Group Leaders Presentations

*Fort Lee … home of the Army Logistics University*

# RED TEAM

## Business Acumen

Multi-Service Business Practice

## Elements:

Leadership
Ethics/Culture
Cost Analysis (Realism)
Resource Allocation Management
Financial Relationship

Project Management
Legal & Contractual
Budget Process
Technology

- What is out there now?
- What are the gaps?

# RED TEAM

## IMPLEMENTATION

### Applying the Knowledge

Service:

Understanding how the services are structured.

Exposed to how the service accounting works.

Civilian:

Looking for a process in place for all Joint assignments to go through.

How do I know today and how do I fill a gap.

How do we get to a common baseline to make them effective.

Shared Experience

# Blue Team Day 2

- Business Acumen / Financial Management
  - Operation research type tools that enable business case analysis, trade off analysis, and risk analysis applied against particular “enterprise” environment
    - Service enterprise
    - Joint enterprise
    - OSD enterprise
  - Should be taught below the O5/O6 level to enable application as one develops as a logistician

# Yellow Team
# Core Comps (W/ B.Acumen)

- Title X
  - POM Process
  - Appropriations/Obligations
  - Reprogramming

(Universal Language)

# Additional Specified FM

- Business Case Analysis
- Contract Incentives
- Contract Types
- Business Incentives (What motivates Industry?)
- Price Trending
- GAAPs
- Financial Statements

# “Enterprise” Individual

- Human Capital Strategies, process improvements, etc.
- Higher level competencies
- Cultural shifts